

# State Institution Opens With Every Prospect of Great Success



Exhibit at Jefferson Hotel.

## FARMERS GATHER TO DISCUSS WORK AND PLAN FUTURE

(Continued From First Page.)

on motion referred to a special committee on incorporation, to make final report tonight.

It is evident that the plan for the incorporation of the institute will provoke a debate and considerable opposition. There are many who hold that the present association of farmers informally banded together for educational purposes and to build up the rural communities is sufficient, but others support the action of the committee, urging that an incorporated body could better look after the interests of the agriculturists, both before the Legislature and the Corporation Commission, speaking with authority and with the backing of an organized association.

In presenting his report, Mr. Davis took occasion to emphasize the need for further organization among the farmers, who, he declared, are the wealth-producers of the State. "When we request a special rate, as for instance in the case of this institute, we are unable to get it," said Mr. Davis. "Yet when our distinguished friends, the lawyers, organized their Bar Association, ask such favors, they are at once granted, and they have gone to the Hot Springs at special prices. Had we an organization that could have gone to the railroads and said, 'We would like to have this,' we would have gotten it."

Mr. Davis did not further outline the plan of incorporation, and the motion to refer all the papers to a special committee was carried by a large vote.

### Swanson's Address.

It was nearly 10 o'clock yesterday morning when President T. O. Sandy rapped the fifth session of the institute to order in the Jefferson Auditorium, and though the audience was scattered, it was pronounced to be the largest the organization has ever had at the opening meeting. More delegates came in every few minutes until the hall was well filled, and it is expected that a large number will register this morning. A representative of one Southwest county said last night that he knew of forty farmers from his section who had purposely waited until the second day of the institute to come. "As the speaking would be all over and they could talk as they pleased."

After an invocation by the Rev. Thomas Semmes, rector of St. Andrew's Episcopal Church, in which he petitioned that the members might be taught to "make the waste places blossom as the rose," President Sandy presented Governor Claude A. Swanson, who welcomed the members of the institute on behalf of the State in a vigorous address.

### Governor as a Farmer.

After complimenting the farmers on their development in recent years, the Governor, who on the strength of a small plot of ground in Pittsylvania county, loves to call himself a farmer, continued:

"I am anxious to see Virginia the model State of the South, where a fair, scientific and modern farming. No State in this Union presents such a varied opportunity for all the industries appertaining to agriculture. There is not a cereal, not a vegetable, not an agricultural product grown in the temperate zone that is not and cannot be profitably produced within Virginia."

The bluegrass regions of Southwest Virginia are unsurpassed for the raising of cattle, horses and sheep. The Valley of Virginia is its prodigality of production of wheat, corn, oats and grasses, is almost unequalled. In almost all parts of the State, bright smoking and chewing tobacco and rich shipping tobacco of the most luxuriant growth and fineness of quality is produced. No part of the State grows Virginia in its peanut crops, which are a source of much profit and wealth. The finest truck and vegetable farms of the world are found in the Shenandoah Valley. In extreme Southern Virginia can be raised cotton as fine as can be found anywhere. It is conceded that the State is rich in all these things. No State presents such a variety of climate, soil and conditions, which give opportunity for diversified farming. When crops are produced, no State in the Union is nearer the markets, or can surpass Virginia in her opportunities.

### ATTENTION, FARMERS!

One of the most prominent farmers in the State, after working hard and intelligently for many years, had just gotten his farm in splendid condition and was looking forward with much pleasure in anticipation of large and remunerative crops, when a fire, which would enable him to live in ease and to give his children the college education which he unfortunately had been denied. Before he realized his hopes, however, he died, leaving a widow, five children and a mortgage on the farm. The year before he died, the mortgage was one of our citizens about his farm, the mortgage, etc., who advised him to make an arrangement that in case of his death before the mortgage was paid off, would lift the mortgage, and give his widow an income throughout her life. The farmer followed the man's advice, and made one deposit with him, which paid the premium on a policy in the Penn Mutual Life Insurance Company, and now the farmer's widow has a fine farm, free of debt, and also an income throughout her life, which will help educate her children. Any member of the Farmers' Convention who wants to make a similar provision can do so. Captain Cunningham, 1015 North 10th St., will be glad to advise him fully how the matter may be arranged.

for distribution and sale. I have recently traveled over almost the entire West, and I have yet to see a State which possesses the possibilities for future agricultural opportunity and wealth of Virginia.

"I believe there is not a soil in this country, which, scientifically handled, and an expenditure of money made to make it rich and suitable for farming, that will make as profitable returns as the soil of Virginia. I have visited and examined the so-called irrigated fields of the West, with all of their boasted richness, and I am satisfied that if one-fifth as much money per acre was expended on the Virginia soil that it would by far exceed these in value and richness of production. These irrigated farms cost nearly \$200 per acre to get them into a state of cultivation, and a very large sum each year to keep them in condition.

### Fruit for Development.

"The fruit-growing industry of Virginia is very small at present in comparison to its great possibilities. This fruit and vegetable industry is the most measurable wealth. The dairy interest of this State has been greatly neglected, and furnishes fields for the most profitable investment. About 80 per cent of our milk and butter is produced outside of the State. Virginia and butter, but should be our own milk and butter. Each year to other sections. With a fine climate, splendid water, and nearness to vast markets, and its Virginia offers every inducement for successful dairies. Again, Virginia, in more than sufficient to supply her own needs."

"The first need of the rural districts is the improvement of the rural system of public schools. The General Assembly of Virginia, generously responded to this necessity, largely increasing the appropriations to public schools, and a special appropriation for high schools in the rural districts, and from one end of this State to the other we witness a rapid improvement in the rural schools, and the time for boy and girl can get an education equal to those obtained in any of the cities."

"The next great need of the country is the improvement of the public roads. As I have had occasion to say before, the highest tax paid in Virginia is the 'mud tax' paid by the farmers during the winter months traveling the wretched muddy roads of the State."

The last General Assembly inaugurated a system, which if supplemented by the local authorities, will result in a few years, in a marked improvement of the public highways of this State. If the local authorities will avail themselves of the assistance rendered by the State, there will be built each year about 200 miles of permanent roads, scattered at the most important parts of the various counties. The following of this plan means the sufficient miles of permanent roads of cross the State from North to South, or from East to West. If this policy is continued in the next year, the public roads of Virginia will be so improved as to furnish a model for other States."

### The Governor's Call.

"The farmers of America today have withstood the financial distresses better than all other classes of our citizens. They have learned to diversify their crops, and are not dependent now, as formerly, merely on one crop. They have learned to raise their farms nearly all of the agricultural products needed. Nearly one-half of the deposits in our banks are the earnings and profits of farmers. The farmers of the United States have the future of this country in their hands. The annual value of the farm products of the United States is three billion dollars. If cash was required there is scarcely enough gold in the world to pay the debts of the results of the industry of the American farmers. I have seen somewhere the statement that the sum derived from the sale of the crops of two years in America could easily purchase the Kingdom of Italy, and that five years crops could be sufficient to purchase Russia, the Czar and his entire court. We have heard much about the splendor and revenues of Spain and Portugal during their glory days, when they almost ruled the world, and yet we are told by our Secretary of Agriculture that the revenues of these two kingdoms combined in their days of greatest splendor, did not equal the yearly earnings of the American farmer. Though we are scarcely one-sixteenth of the population of the world, yet we furnish the world three-fourths of its entire cotton crop, three-fourths of its corn, one-fifth of its wheat, and a large part of its meat, beef and hay. America's progress and America's prosperity have been founded on its wonderful agricultural development."

"Let us in Virginia march in the front rank of these agricultural productions, and build our prosperity permanently and deep on our great farming interests. Let us guard these interests in every way possible by State aid and authority. Let us see that our agricultural products are given just and fair transportation rates, so they can be sold and distributed in the markets of the world. Let us restrain trusts, combines and speculators who deal in agricultural products and naturally depress their prices in order to add to their illegal and unjust gains. Let the farmers act in union and accord, and thus obtain the best results from their labors. Let us continue and further increase our history and local aid to public road improvement until this State is permeated in all directions by good roads. Let us continue and further increase our assistance to the public schools until our rural communities offer advantages of education equal to the cities. Let us extend our generous support to our agricultural colleges and schools, so that we can have the benefits of the most scientific experiments and methods. Let us stop the wasting, wasting and corrosion of our soil by conserving our forests and covering our land beautifully with grasses. Let us diversify our crops until in every agricultural section we have a variety of crops, with all its resultant benefits and increased wealth. Let us utilize the vast water-power of Virginia, which can be converted into power, light and heat, and produce annual comfort and wealth almost equal to our agriculture. Let us take no interest in government and see that its vast powers are directed justly and fairly to the great farming interests. If this is done the country, the cities, our agricultural, manufacturing and mercantile industries will all witness an unexampled prosperity and an almost inconceivable progress. The fruits of these efforts will be that the wealth of Virginia will present a future far transcending the Virginia of the glorious past."

### The State Fair.

The address of the Governor was one of the popular features of the day, as was the appearance of two candidates for Governor—Hon. Henry C. Stuart, who spoke in the morning, and Judge William Hodges Mann, who spoke in the afternoon. Mr. Stuart, who is president of the Virginia Fair Association, and one of the largest individual cattle raisers in the State, discussed briefly the State Fair as a factor in the advancement of the agricultural interests of Virginia. The address was strictly non-political in character. The State Fair, he declared, was the place for the farmers of Virginia to compare results, a sort of agricultural clearing-house, where they might see how their crops and live stock compared with those raised under other conditions. "Whatever may be your theories of agriculture, and live stock raising," said Mr. Stuart, "the State Fair is the place for a show-down. It is there that the comparative results are seen."

"I know men who think they have the finest horses on earth, simply because they haven't been anywhere and don't know anything better. There are sections of this State languishing because of poor sire raising horses which sell for one-half of what other com-

## Program To-Day.

Morning session, 9 o'clock.

"Farm Demonstration Work in Virginia," Dr. S. A. Knapp.

Discussion.

"Farm Business Organization," Hon. A. J. McMath, Secretary Eastern Shore Produce Association.

Discussion.

"Alfalfa Growing in Virginia," Mr. Willis O. Wing, Professor N. Schmitz.

Discussion.

"Grass Growing in Virginia," Mr. T. O. Sandy.

Discussion.

"Tobacco Growing in Virginia," Professor E. H. Mathewson, Mr. J. H. Horsley.

Discussion.

"Sheep Husbandry in Virginia," Hon. H. B. Arbuckle, West Virginia; Mr. Willis O. Wing, Ohio.

Discussion.

"Commercial Fertilizers: Their Use and Abuse," Professor R. J. Davidson, Dr. E. W. Mugruder.

Discussion.

"Draft Horse Breeding in Virginia," Hon. Westmoreland Davis, of Leesburg.

Discussion.

"Light Horse Breeding in Virginia," Hon. S. H. Hinton, Dr. J. G. Fernyough.

Discussion.

"Highway Improvement in Virginia," Captain P. S. J. Wilson, State Highway Commissioner, Hon. F. R. Lassiter.

Discussion.

"Dairying in Virginia," Professor W. D. Saunders, Dairy Commissioner.

Discussion.

"Feeding a Herd of Dairy Cattle," Mr. J. A. Turner, Hollins.

Discussion.

"Cattle Tick Eradication in Virginia," Dr. T. M. Owen, Dr. Fernyough.

Discussion.

"Beef Production in Eastern Virginia," Hon. J. H. C. Beverley.

Discussion.

"Hog Industry in Virginia," Hon. Leslie D. Kline.

Discussion.

"The Poultry Industry," Mr. Cal Hunselman.

Discussion.

Night session, 7:30 o'clock. Report of committees.

Electing of officers.

Transacting of general business. "Farmers' Home Improvement," with stereoscopic illustration, Dr. S. W. Fletcher.

Discussion.

Afternoon session, 2 o'clock. "Highway Improvement in Virginia," Captain P. S. J. Wilson, State Highway Commissioner, Hon. F. R. Lassiter.

Discussion.

"Dairying in Virginia," Professor W. D. Saunders, Dairy Commissioner.

Discussion.

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Discussion.

munities get for horses which it costs no more to raise. It is as important to have knowledge behind the plow as power in front.

"The State Fair this year will offer the most liberal prizes in its history. The Fair Association has put the matter squarely up to the farmers of the State. We have shown the farmers that we can make a fair worthy of their support, and we ask the co-operation of the agricultural interests. It should be a rallying point, an opportunity for comparison, a real business organization of the farming interests of the State."

"My judgment is that the farm outlook was never better. Corn is a commodity which can never be cheap again. Cattle produced in the West by corn is high, while cattle produced on the grass sections of Virginia, sold in competition with Western cattle, will also command top prices."

"We have passed through a panic year with boom prices. The articles which have been protected by the national government have languished in price, but the agricultural interests, with only a nominal protection and no artificial or governmental stimulation have held their own. I would urge every man who owns more land than he can or will cultivate to sell the balance. An excess of land is a liability, not an asset, a handicap which has to be carried by the producer. Again let me remind you that the State Fair is upon your shoulders, and it is for you to avail yourselves of it."

### Mann and Gravatt.

Coming suddenly in the middle of a drowsy afternoon, the sharp rebuke administered to Judge Mann by State Senator Charles U. Gravatt, passed without answer and almost without notice, except for a moment. Judge Mann was called on in the absence of Superintendent of Public Instruction Eggleston, detained by sickness, to make some remarks on agricultural education which he did and continued applause. The judge opened by stating that every bill in the last Legislature in the interests of the farmers had received his warm support, and that he was the representative of a farming community.

Passing on, he said he was the originator of the "high school bill," and briefly outlined the scheme of education proposed with a high school in the reach of every child in the Commonwealth. Judge Mann continued: "An appropriation of \$50,000 two years ago secured from the counties subscriptions of over \$800,000. That showed whether the people wanted it. The last Legislature increased the State subscription to \$150,000. For lack of a legislative committee from the farmers to back up the fight we were making, the plan to create five great agricultural high schools in the different sections of the State was stricken out. An appropriation was made for teaching agriculture in one high school in every congressional district, however."

"We have in Virginia 800,000 acres of waste land as a direct result of our policy of educating our children away from the land. We must have

agricultural high schools to bring the children up on the land, and not drive them to the cities. Industrial education is in the air, and the best that money can buy is none too good for our children. The day has passed when the idea is prevalent that the man who can do nothing else can be a successful farmer. The successful farmer has the brains and the energy to make him successful in any profession. When the great agricultural class in Virginia reaches prosperity it will carry on with it every class in the Commonwealth."

Judge Mann was immediately followed on the program by Dr. Charles U. Gravatt, member of the State Senate from Hanover and Caroline counties, who opened his remarks on the educational question as it affects the farmers by saying that, had Judge Mann given his support to certain bills in the past session of the Legislature with the same eloquence and force he was giving to these matters before the Farmers' Institute, they might have become laws. After this incident, he described elsewhere, Dr. Gravatt continued his address without further personal allusion, making an argument for the "kind of knowledge which will be of the most worth to the possessor and best prepare the possessor in after life."

"Briefly, then, the office of schools is to train persons to live, and the demand for agricultural education is, in reality, but the concrete expression of a desire to make the schools mean something real and tangible to a great mass of pupils; to relate them to their environment and to fulfill the duties of the citizen. Agriculture, like Virginia, agriculture should be a part of the schools as oxygen is of the air."

### Question for Farmers.

"Measured by this standard it becomes a stern and serious question for farmers, who contribute so largely to the maintenance of public schools and furnish such a large proportion of pupils to be educated to ask themselves if they are doing their duty. The station of their children is entrusted whether the standard is approached as nearly as can, or should be."

"A candid investigator must confess that the educational system of this State falls far below the mark in so far as the child of the farmer is concerned, that the inevitable tendency is to crowd the minds of children from rural pursuits, to unfit rather than to fit them for rural life. It does nothing to break down the barriers set before them by the visions of the drudgery and hardship of farm life, and which, under the system of farming now in vogue, are all too real. It does nothing to show how these hardships may be softened and country life be made more attractive, but instead instills a desire for what seems a more vivid and easier town life. It equips for success, work and the factory better than for the plow."

"Agricultural education is by no means a new or equal question. While with us it has not passed beyond the stage of discussion, it has already been defined in a number of States, and definite courses of instruction have been established. Among these States may be mentioned Maine, Massachusetts, New York, Minnesota, Missouri, North Carolina, Georgia and Alabama. If Virginia will not lead, then should she follow the example of her more progressive sister States."

### Duty of State.

"In the light of these considerations, it seems eminently fit that the State should, by all proper means, foster an industry which is the basis of our life, and one that extends benefits to all classes and conditions of men, and one of the chief ways of accomplishing this would be by creating a standard of the scientific truths upon which such industry rests."

"I am old saying, 'Seeing is believing,' and, unfortunately, it is farmers of the present generation, who will not believe unless they see, and both are wanting in the body. The desirable and because practical demonstration is an important aid in teaching, demonstration farms should be provided in connection with the high schools. These farms should be not so much for the purpose of conducting experiments as for the actual demonstration of results proven at the experiment stations, and of things ascertained by observation and experience to be of practical worth and usefulness."

"We who advocate State aid for agriculture do so because, in our judgment, if properly carried out, nothing would so add to the material welfare of the State, nothing would contribute more to the prosperity and happiness of all her people."

"It is time that farmers who have with patience and forbearance seen other industries fostered and promoted and their own neglected, while they answered every call made upon them for the support of government, State

Alfalfa train and group of farmers. Alfalfa growing will be live subject at this convention.

## GOVERNOR AND TWO CANDIDATES MAKE SPEECHES

and national, should arouse themselves to a full consciousness of the importance their industry bears to the general economy and demand for some consideration. And the demand should be clothed in no uncertain terms."

### Mayor's Welcome.

The Mayor's address of welcome was a humorous vein, which brought forth prolonged applause, especially his account of his only and early experience as a farmer, when just out of the Confederate army, he worked on a Goodland county farm for the promise of \$11 a month, which was not forthcoming. The Mayor's account of his effort to hitch a bull to a sawmill in those days brought down the house. He continued: "You all brag about the country, but since this experience I have been a city man. The best of everything on the farms is hauled away in a hurry to that miserable place called the city, where only currency prevails."

"Don't go to the seashore for seafood. Come to Richmond. If you want fine country fare with fresh vegetables and the choicest fruits come to Richmond."

Commenting on the historical fact that the men who have made the nation have come from the country, the Mayor remarked: "If I had had an opportunity of being raised on a farm there is no telling what I might have become. I have always had to struggle against the handicap of a city education."

"After all it is the farmer who sets the pace for manhood and womanhood in the continent. It is the farmer who really practices what the statesman describes as 'Old Virginia hospitality.' We selfish city people welcome you, whose homes are always open to us by saying how welcome you are to the reduced rates which the hotels have offered."

"We are proud of the fact that the Virginia you would consider it a shame and a disgrace to have a decent, respectable white man go to a hotel within four miles of the city, and it is the farmers who have preserved the art of Virginia hospitality, so much talked of in cities, and only practiced in the country."

### Committees Announced.

President T. O. Sandy, of the institute, briefly commented on the program before the institute. His address is printed in full elsewhere.

Later in the day President Sandy announced the appointment of the following committees: Resolutions—F. M. Kline, Dr. E. M. Magruder, J. A. Turner, Dr. Fernyough and T. H. Shelton. Finance—J. H. Hinton, Dr. J. G. Fernyough, H. W. Wood, James Bellwood, C. Stacy and C. F. Jackson. Resolutions—J. G. Fernyough, H. W. Wood, James Bellwood, C. Stacy and C. F. Jackson. Resolutions—J. G. Fernyough, H. W. Wood, James Bellwood, C. Stacy and C. F. Jackson.

### INSTITUTE GOSSIP

Mr. T. J. Arvin, of Lunenburg county, does not pose as a speaker, but he is an excellent member of the body. He thinks the "Free State of Lunenburg" is heaven's own country, and declares that its soil can raise anything that it is fit to eat. His best hold is wheat and tobacco.

Major R. V. Gaines, of Charlotte county, an old Confederate soldier, and one of the most successful tillers of the soil in Virginia, has been devoting more attention of late years to hay and hogs. Hay is now his best money crop, and hogs the next. He ships the hogs to the proper season. Mr. Gaines is attending the institute.

Representing methods of scientific orcharding, Dr. S. W. Fletcher, director of the State Experiment Station, gave a stereoscopic lecture before the institute. He showed the importance of planting the trees on a sloping site, claiming that as a result of this policy, the trees are more healthy, better drained, both of air and of water. He also emphasized the significance of setting trees with the difference in development and fruitage arising from the quality of the soil planted.

The views shown in the lecture were largely taken from Virginia orchards.

Mr. C. M. Stacey, of Amelia, who has been raising children, tobacco and corn all his life, has been devoting more attention of late years to hay and hogs. Hay is now his best money crop, and hogs the next. He ships the hogs to the proper season. Mr. Stacey is attending the institute.

Mr. C. M. Barker, who is a member of the State Board of Agriculture, is a prominent figure in the institute. He is perhaps the largest tobacco grower in Henry county, and says he has never found it pay to raise any but the best.

Mr. E. P. Brown, of Culpeper county, when asked by an inquisitive newspaper editor what the farmers of his county raised, replied: "Everything, including corn, wheat, fine cattle and great men. Look at me." He stands six feet two in his low-quartered shoes.

Hon. C. W. Throckmorton, a combination farmer, lawyer and statesman, hailing from Henrico via Richmond, held a high seat in the institute. He is a native of Henrico, and is a splendid handshaker.

Mr. J. B. Watkins, of Chesterfield, was introduced to some of the very few people who did not know him already as the "biggest strawberry raiser in the State." He is not a strawberry raiser, but he believes more of his product are eaten in Richmond than any other one man's, and they are guaranteed not to bring on gout or lumbago.

Mr. R. F. Barham, of Southampton county, said to be one of the largest peanut raisers in that famous county, is attending the institute.

## SENATORS WHO FIGURED IN DISCUSSIONS



DR. C. U. GRAVATT, of Hanover.

JUDGE W. H. MANN, of Nottoway.